



Defense, Space & Security  
Operations and Supplier Management

# US Army Industry Day Conference Boeing SBIR/STTR Program Overview

**Larry Pionke, DSc**

*Associate Technical Fellow*

*Product Standards - Technology & Services*

*Boeing Research & Technology*

**Ft. Leonard Wood (FLW)**

***October 18, 2012***



Report Documentation Page				Form Approved OMB No. 0704-0188	
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1. REPORT DATE <b>18 OCT 2012</b>		2. REPORT TYPE		3. DATES COVERED <b>00-00-2012 to 00-00-2012</b>	
4. TITLE AND SUBTITLE <b>Boeing SBIR/STTR Program Overview</b>				5a. CONTRACT NUMBER	
				5b. GRANT NUMBER	
				5c. PROGRAM ELEMENT NUMBER	
6. AUTHOR(S)				5d. PROJECT NUMBER	
				5e. TASK NUMBER	
				5f. WORK UNIT NUMBER	
7. PERFORMING ORGANIZATION NAME(S) AND ADDRESS(ES) <b>Boeing Defense, Space &amp; Security,PO Box 516,St. Louis,MO,63166</b>				8. PERFORMING ORGANIZATION REPORT NUMBER	
9. SPONSORING/MONITORING AGENCY NAME(S) AND ADDRESS(ES)				10. SPONSOR/MONITOR'S ACRONYM(S)	
				11. SPONSOR/MONITOR'S REPORT NUMBER(S)	
12. DISTRIBUTION/AVAILABILITY STATEMENT <b>Approved for public release; distribution unlimited</b>					
13. SUPPLEMENTARY NOTES <b>Presented at the 2012 Science, Technology &amp; Requirements Forum held 17-18 October in Fort Leonard Wood, MO. U.S. Government or Federal Rights License</b>					
14. ABSTRACT					
15. SUBJECT TERMS					
16. SECURITY CLASSIFICATION OF:			17. LIMITATION OF ABSTRACT <b>Same as Report (SAR)</b>	18. NUMBER OF PAGES <b>7</b>	19a. NAME OF RESPONSIBLE PERSON
a. REPORT <b>unclassified</b>	b. ABSTRACT <b>unclassified</b>	c. THIS PAGE <b>unclassified</b>			

# Boeing SBIR Program

BDS Supplier Management | Small / Diverse Business & Strategic Alliances

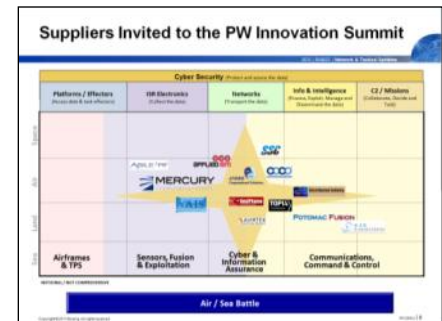
- Since 2003 Boeing has received 20 subcontracts for ~ \$1.3M from SBs in support of Army SBIR proposals
- Army FY12 SBIR/STTR Solicitation Support
  - FY12.1: 74 Total Topics (45 aligned with Boeing's interest) 25 Letters of Interest provided by Boeing
  - FY12.A: 30 Total Topics (16 aligned with Boeing's interest) 5 Letters of Interest provided by Boeing
  - FY12.2: 29 Topics (13 aligned with Boeing's interest) 25 Letters of Interest provided by Boeing
- Boeing is currently supporting 6 STTP's in support of the Commercialization Readiness Program (CRP)
  - 3 STTPs were completed with total investment of \$10M+
  - Open STTPs account for \$3M +
- Increased our industrial base of high-tech SB suppliers
- Use Mentor Protégé and CRP to help close technology gaps

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- Business Development Strategy (~ DoD's Air / Sea Strategy)
- Technology Strategy
- Supply Chain Architecture

- Building cross-enterprise IPTs
- Identifying “gaps” at the program level
- Deeper vetting of SBIR / STTR suppliers

- Invite select suppliers aligned with business needs
- Broaden Business Development & Engineering participation
- Facilitated “relationship building” with program / supplier matches



## Building cross-functional “pull”

# Commercialization Readiness Program (CRP)

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STTP Number	STTP Title	SBIR Firm	State	Date Submitted	STTP Status	SBIR Topic #	Industry Prime (\$K)	Boeing POC
2007-05	Legacy Platform Weapon Integration	WINTEC, Incorporated	FL	11/15/07	COMPLETED	AF04-163		David Langness
2008-55	Extendable Loitering Wing	KaZaK Composites Inc.	MA	6/16/08	COMPLETED	AF03-133	10000	David Langness
2009-35	Turbogenerator for Directed Energy Applications	Technical Directions Inc.	MI	9/22/09	FINISHED	AF05-192	5	Don Hess
2008-70	High Slew Rate Radiation Hardened Star Tracker	Optical Physics Company	CA	9/9/08	SIGNED	AF063-002	2085	Heidi Ziegler
2009-25	Propulsion System for Joint Direct Attack Munition-Extended Range (JDAM-ER)	Technical Directions Inc.	MI	2/25/09	SIGNED	AF05-192		Nathan Booher
2009-25v2	Propulsion System for Joint Direct Attack Munition-Extended Range (JDAM-ER)	Technical Directions Inc.	MI	2/25/09	IN COORDINATION FOR SIGNATURE	AF05-192		Brian Est
2009-40	Hiawatha Sensor System for Battle Damage Assessment of Directed Energy Weapons	Nokomis, Inc.	PA	11/30/09	SIGNED	AF071-219		
2010-10	Passively Deployed Lightweight Solar Array Structure for Thinned-Multijunction Solar Cells	Composite Technology Development, Inc.	CO	4/30/10	SIGNED	AF081-092	285	Heidi Ziegler
2011-53	Micro-chip development for weapon fuzes	Reynolds Systems	CA	12/21/2011	DRAFT	AF083-098		

# SBIR Events Sponsored by Boeing

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- **STTR Summits** - create a forum that will enhance the creation of partnerships between small businesses and universities, in the development of technologies that may have potential application on Boeing products.
  - California State University: Feb. 2012.
    - Technology areas of focus: Unmanned, C4ISR, Cyber Systems, Energy, Environmental.
  - Florida Institute of Technology: Aug.18, 2012
    - Technology areas of focus: Sensor Fusion & Exploitation, Cyber & Information Assurance, and C3 (command, control and communications)
- **MDA SBIR Industry Day**
- **US Navy Opportunity Forum**
- **Connecticut SBIR Conference & Global Trade Summit**
- **National SBIR Beyond Phase II Conference**
- **National SBIR Conference**



# Boeing SBIR Strategic Enhancements for 2012

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- SBIR topic review process revised to engage Engineering to assure alignment with Must Design strategy
- Solicitation topic review process has been enhanced to assure pursuit of appropriate technologies for new markets
- Market completed Phase II SBIR proposals to support Boeing rapid prototyping needs
- Established real-time visibility of subsequent proposal awards. Metrics for ROI (e.g. IRAD offset)
- Created performance metrics for letters of interest and win ratios by Business Unit
- Support Government Agencies' request to demonstrate the ROI for the SBIR program.
- Introduce alternative funding opportunities for R&D (e.g. Phase II+, Phase III, Rapid Innovation Fund, BAA, Phase 0, VC, etc.)

